



Medical Equipment Management



GRAHAM
CONSTRUCTION COMPANY

Building what's important.



A reliable partner just
became *more valuable*.

You know us...Graham Construction Company. We've been delivering quality healthcare and commercial construction in the Midwest for years. And those years of experience have led us to create a new division. **Introducing Graham Construction Medical Equipment Management.**

We bet you can name
a few headaches
associated with
medical equipment
MISmanagement.

Time delays ■ Cost overruns ■ Ineffective use of medical and administrative personnel.

The list is endless.

But the common *mistakes* and poor planning that cause those headaches *are avoidable.*

“At the end of the day, I don't feel that medical equipment management services from Graham cost me any money. This is because of the savings generated from negotiated buying and savings in my staff's time.”

—MIKE EASLEY, EXECUTIVE DIRECTOR INTEGRATED SERVICES
ST. LUKE'S HOSPITAL

■ *Eliminate complexity.*

Graham Construction Medical Equipment Management exists to help ensure mistakes don't happen on your project (or to you). We have the experience and expertise to help guide you through the often complex aspects of integrating medical equipment needs with the power, technology and mechanical specifications associated with construction. And despite the best intentions, mistakes do happen...

- Not requesting a separate circuit for a piece of equipment that needs it
- Not realizing the equipment needs a wider door for installation
- Not saving space for compressors or controls that must be installed within a certain distance (due to maximum cable lengths)

■ *Eliminate guesswork.*

Medical equipment and its installation often account for 25 percent or more of your total construction budget. Add in the cost of personnel to manage the process internally, and it costs even more. Graham Construction Medical Equipment Management will help control these costs and provide you with more accurate budgeting information upfront. How valuable is that?



A TYPICAL MEDICAL EQUIPMENT MANAGEMENT PROJECT



...DEMANDS TREMENDOUS IN-HOUSE RESOURCES



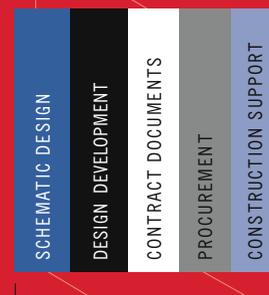
...UNLESS YOU RELY ON GRAHAM TO DO THE WORK FOR YOU



Graham Construction Medical Equipment Management can be your partner during *all phases* of healthcare construction.

Whether you need help developing a clear budget, obtaining detailed equipment information, or coordinating equipment procurement the Graham Construction Medical Equipment Management team has the expertise for thorough and accurate equipment consultation. They can effortlessly collaborate with any vendors, suppliers or personnel working on your project, and help insure a successful construction project from schematic design through final installation.

THE MEDICAL EQUIPMENT MANAGEMENT PROCESS



Services offered through our Medical Equipment Management division include:

SCHEMATIC DESIGN

- Develop equipment list by department and room
- Identify existing equipment to be re-used
- Identify items to be purchased
- Develop baseline budget

DESIGN DEVELOPMENT

- Equipment list review, existing inventory discussion and review
- Review of equipment selections and locations including coordinating on-site vendor presentations and evaluations if required
- Obtain detailed equipment information, preliminary vendor drawings and specifications for design purposes
- Coordinate space, mechanical, electrical and plumbing requirements for design documents
- Update budget pricing

CONTRACT DOCUMENTS

- Confirm fixed equipment selections
- Coordinate vendor installation drawings and equipment documents for architectural contract documents
- Review contract document drawings
- Monitor architectural changes and coordinate with equipment as needed during contract document preparation
- Update budget pricing

PROCUREMENT

- Coordinate plan for procurement of all equipment items
- Obtain and review quotations
- Assist in pricing negotiations
- Coordinate purchase orders
- Coordinate plan for delivery, storage and installation of equipment items
- Item receipt and invoice reconciliation
- Assist with budget tracking

CONSTRUCTION SUPPORT

- Track, coordinate and provide resolution to contractor/owner RFI's (requests for information)
- Coordination of submittals or shop drawings for equipment
- Coordination with contractors and vendors for fixed, major medical equipment installation



"The value of Graham Construction's Medical Equipment Management Services is that there is a single source of responsibility for all the equipment on our project. We know we can count on them to maintain the accuracy of the equipment lists and track all the changes that are made. In addition, they are always able to find the equipment vendors that best meet our needs."

—LEZLIE MORRIS, CHIEF OF CLINIC & MEDICAL STAFF SERVICES
PELLA REGIONAL HEALTH CENTER

Working for you.

Constructing medical facilities is perhaps the most detail-intensive discipline in the building industry. Within this specialty, Graham has established a reputation for building premiere healthcare facilities. Our experience benefits you—saving time, maintaining budgets, and managing a project in a way that eliminates problems.

We don't like to brag, but you may want to know our extensive experience in healthcare construction includes:

Community hospitals ■ Outpatient facilities ■ Surgical centers
Replacement hospitals ■ Expansion and renovation projects



Just ask our clients about the value we provide.

SEPTEMBER 25, 2007

STEVE HAUSCHILT
PRESIDENT
GRAHAM CONSTRUCTION
421 GRAND AVENUE
DES MOINES, IA 50309

RE: GRAHAM CONSTRUCTION
MEDICAL EQUIPMENT
MANAGEMENT SERVICES

Dear Steve,

I wanted to take the time to let you know what a pleasure it is to work with Sarah Herrmann and your Medical Equipment Management staff.

Sarah and the rest of Graham's staff are extremely detail oriented, accurate and professional. The process of identifying and purchasing capital equipment is one that involves extensive time and research. Sarah's staff go that extra mile to assure the information is readily available and accurate. Graham's can do attitude results in creative solutions which lead to cost savings/avoidance for Iowa Health System.

Communication from Graham is exceptional and I am kept well informed on all phases of the project. Bundled purchases and volume discounts are two of the results of this communication. We are able to work together to bring benefit to the entire Iowa Health System. My dealings with Graham for the past two years show that they are committed to protecting our health system's interest in regards to cost effectiveness and efficiency.

It is a pleasure to work with an organization that supports our systems goals and helps achieve them. I look forward to a continuing relationship and working with Sarah and the rest of the team on future projects.

SINCERELY,

Cathy Andresen

CATHY ANDRESEN, MBA
DIRECTOR, CAPITAL EQUIPMENT AND SERVICES CONTRACTS
IOWA HEALTH SYSTEM



Still have questions? See if these are the answers you're looking for. Or give us a call. We'd be happy to discuss your project needs.

Can't we handle this in-house? Surely we know our equipment better than a consultant would.

• Perhaps, but equipment management involves more than making a list of any new equipment needed. You'll need to assemble design specifications for every piece of equipment, including existing equipment, which will be utilized in the new facility. You'll need specs on weights, sizes, electrical loads (volts, amps and watts) and whether they are hard wired or plug-in (and type.) You'll need mechanical and plumbing connections, adjacency requirements and service access needs, as well as requirements for connection to technology systems. If you provide incomplete or inaccurate information you may create problems that will need to be corrected during construction—which can add significant costs and delays.

If I handle this myself how much time will it take?

• Facilities tend to underestimate how time-consuming these tasks can be. At Graham, we have team members devoted solely to Medical Equipment Management.

Who can benefit from Graham Construction Medical Equipment Management?

• Project managers, architects and engineers, boards of directors, facility and operations managers, nurses... all can benefit from using our Medical Equipment Management services. Whatever your role, partnering with Graham's Medical Equipment Management services ensures you can be more effective and efficient performing your construction-related duties. Whether you're a member of the team overseeing the healthcare construction process, responsible for containing costs and monitoring timetables, or charged with communicating progress to medical personnel, count on Graham's experts for the best advice and solutions.

We already have established relationships with vendors and others we've worked with for years. Can we still work with our chosen partners?

• Yes, of course.





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Building what's important.

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